

Smith Delaney, MPA

Nonprofit Executive Director

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Driving mission-focused results for community-based organizations and their supporters.

Awarded and highly resourceful for-profit turned nonprofit executive offering 18 years' experience encompassing resource development, constituent cultivation, program development and public speaking. Management of budgets up to \$45M, and groups of up to 17 employees and 200 volunteers.

Organizational strategist and program innovator most recently tasked with leading an organization through the growing pains associated with a startup maturing to an organization with measurable outcomes.

Expertise:

Capacity Building	Fundraising & External Affairs	Finance / Budget Management
Curriculum Design & Delivery	Marketing & Communications	Operations / Human Resources
Meeting Facilitation	Keynote Speaking	Workshop Design & Delivery
Board Relations / Staff Management	Training, Mentoring & Coaching	Community Development

CAREER CHRONOLOGY

Sweeping Change, Chicago, IL.....1996 to present
Developing personal and professional change for formerly incarcerated men, women, adolescents, and their families.

Executive Director (2/00 – present) • **Program Director** (2/00 – 7/97)

Development Manager (7/97 – 3/96)

Led \$23M annual budget and organization activities spanning four Illinois counties, 102 community-based referral partners, six programs, 13 staff, and 110 volunteers serving 1,350 clients. Includes cultivation across donor relationships including 22 major gifts contributors ranging \$10K to \$125K annually. *Report to BOD.*

Fundraising Highlights:

- Outperformed FY07 to FY09 revenue goals against challenging '08 economic climate.
- Drove 450% expansion in donor-designated funding.
- Created and / or expanded five fee-for-service and product, consignment, and training revenue streams. On target to deliver \$16M in aggregate income (FY10).

Program Highlights:

- Conceived and launched “*Street Innovators*,” a post-incarceration training program for women. Generated \$500K+ in first-year pilot funding.
- Led first-ever 5-year vision planning process including long-range fundraising, program expansion, and board development objectives.
- Designed outcome tracking processes to capture program deliverables.

Marketing & PR Highlights:

- Secured exposure / feature stories on ABC7 Chicago; CBS-2, My Fox Chicago News.
- Translated media connections into fundraising event leadership and volunteerism by local Chicago personalities [name omitted] and [name omitted].

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